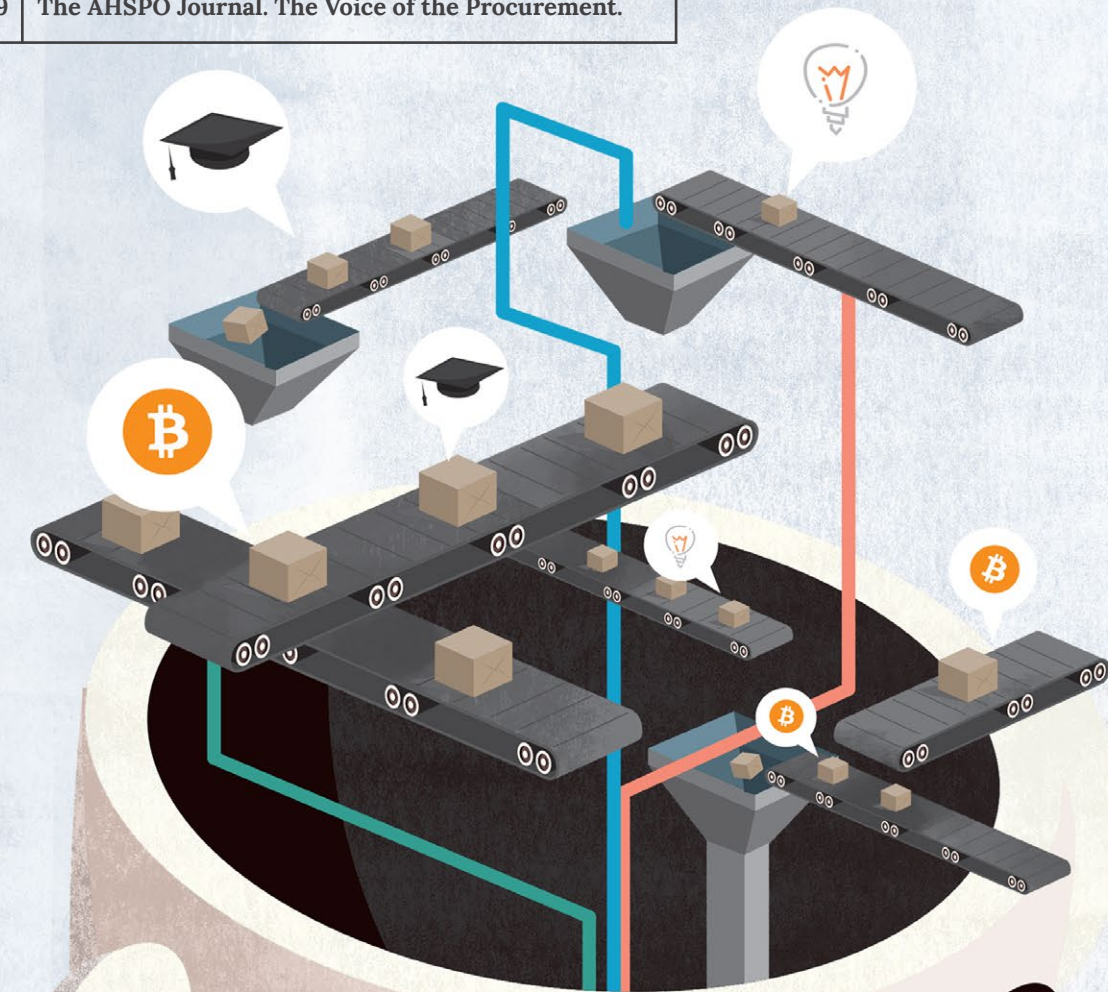


AHSPO Journal



Association of Healthcare Supply and Procurement Officers

Q4 2019 | The AHSPO Journal. The Voice of the Procurement.



— Tech and People Power —

Driving Innovation Across The Supply Chain

IN THIS ISSUE

AHSPO EDUCATION - BARCODES IN HEALTHCARE | SECRET WINE BUSINESS | PRESIDENT'S REPORT
INDUSTRY SNAPSHOTS | REDUCING HOSPITAL ACQUIRED INFECTIONS IN AUSTRALIA

The 1, 2, 3 to Effective Treatment of VLU

Sentry Medical makes it straight forward in providing a simple and valuable solution for Venous Leg Ulcer management



1

Zorflex®

100% Activated Carbon Wound Contact Layer

- Naturally Antimicrobial
- Manages Odour
- Conductive Aided Healing



2

IMPERVIA® Neosorb

Super Absorbent Secondary Dressing

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- Low Profile Under Compression
- Adhesive Free



3

Lymphlex® TLC

Two Layer Compression Therapy

- Sub-bandage Pressure of 30-40mmHg
- Integrated Skin Protection Layer
- Low Profile



For further information contact your local Sentry Medical Representative

www.sentrymedical.com.au
1300 995 999

Contents

Q4 2019

p.2

Snapshots

Updates from in and around our Industry.

p.5

President's Report

Aldo Santo shares the latest Association news.

p.6

Reducing Hospital Acquired Infections in Australia

Thought leadership from Keystone Healthcare.

p.10

Feature: Tech and People Power

Driving innovation across the supply chain through technology, innovation and education.

p.15

Social Pages

Relive highlights from the 2019 AHSP0 Conference.

p.20

Barcodes in Healthcare

An AHSP0 Education article by Debra Birznieks and Terry Papadis, recaps the recent GS1 + AHSP0 training session.

p.23

Conference Sponsorship

It's your last chance to register for sponsorship opportunities for the 2020 AHSP0 Conference. Find out everything you need to know here.

p.30

Secret Wine Business

Peter Lack reviews this editions wine - a 2018 dry red from central Victoria called "The Fandandgo". Fancy.

p.32

Who Am I?

It's back for another edition! Test your AHSP0 knowledge and guess who our secret identity is!



Membership Report

Total Registered Members: 407
Full Members: 263
Corporate Members: 118
Associates: 5
Life Members: 13
Industrial Liaison
Group Members: 8

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Snapshots



Healthcare Funding Reform Debate Intensifies

Proposed reforms to healthcare funding supported by private health insurers to cover out of hospital services has drawn the ire of several public health advocates.

While insurers including NIB and Medibank believe funding more services in-home will reduce pressure on local GPs and hospitals, industry bodies such as the Royal Australian College of General Practitioners are concerned such reforms could lead to a two-tiered system and expose patients to increased risk.

In particular Australian Healthcare and Hospitals Association (AHHA) Acting Chief Executive Dr Linc Thurecht has concerns allowing insurers further into Medicare funded territory has the potential to erode access to universal healthcare. 'Such a system has all the characteristics of the American system, which relies on private health insurance to function—it is the most costly health system in the world, where one-half of all bankruptcies are caused by high medical bills'.

This debate has just begun and we'll continue to bring you news on this national topic as the story evolves.

Snapshots



Google Acquires Fitbit for \$2.9B

Search giant Google has completed a recent spending spree by completing its purchase of Fitbit last week. While this will no doubt make waves in the wearable space, the big picture is the implications for the healthcare industry.

With the ability to analyse millions of points of data each day from Fitbits 28 million users, Google could open up vast new opportunities in predictive healthcare. Complimenting enhanced intelligence is the opportunity to make health tech more accessible

to the masses. Fitbit CEO James Park recently stated his company wants to “make this stuff that we’re working on available and accessible to as many people around the world. And we can only do that by working with the largest players in healthcare.”

The announcement comes at a time of growth in US healthcare investment, with Amazon, Salesforce and Apple all making significant investments in health recently.

Questioning the Regional Corporate Healthcare Model

Healthcare provider Tristar Medical Group has been released from its contract with West Wimmera Health Service. The regional Victorian hospital made the decision due to a lack of staffing from Tristar. It's the second time in two years Tristar have been sacked by a client.

Recent events raise the question of sustainability of the corporate model in regional areas. Australian Medical Association Victoria president, Julian Rait, believes the solution may lay in focusing on regional hospitals, “Increasingly I think general practice in regional and rural areas will be part of a community health-type service, like from a local hospital.”

A clear challenge exists to improve health services for rural and remote Australia. We'll watch this space with interest.

Snapshots



New Guidelines to Reduce Dementia Rates

According to new research, around 15% of all Dementia cases could be prevented through GP recommendations. The report from the Lancet Commission on Dementia Prevention, Intervention, and Care, found that alarmingly two thirds of respondents believe Dementia a ‘normal’ part of ageing, a perception in need of changing.

“Many Australians don’t realise they can effectively reduce their risk of developing dementia,” said Professor Kaarin Anstey, a Senior Principal

Researcher at Neuroscience Research Australia (NeuRA) and UNSW

Thanks to the research, new guidelines have been developed to equip GPs with simple and usable instructions to help them guide patients in Dementia prevention. Evidenced based guidance includes advice on modifiable risk factors such as adapting diet, alcohol consumption habits, reducing smoking and improving social and physical activity.

Griffith University Opens Innovation Hub on the Gold Coast

In a boost to the continuing growth of Australia’s research and development industry, Griffith University have opened a new Innovation Centre in the Gold Coast Health and knowledge precinct.

The Centre aims to build a culture of entrepreneurship in it’s teaching to help students thrive beyond academia. Positioned alongside Gold Coast University Hospital, the centre is ideally

positioned to collaborate closely with clinicians in developing the next generation of healthcare innovation.

Supporting the physical space, development programs will run from idea generation and exploration, through business validation and prototyping, to execution and early-stage incubation of new businesses.

President's Report

WELCOME TO THE DECEMBER JOURNAL

Wow. What a year 2019 was! One of our busiest yet. I must say I'm proud of what we've achieved this year, but boy am I looking forward to the holidays.

ALDO SANTO
PRESIDENT

Congratulations to Ron Hiller

I'm pleased to share with you that one of our most popular Life Members, Ron Hiller has recently retired. As a life member, Ron will continue to be involved with AHSP0, and I must say I'm glad the committee voted to change the rules and allow Life Members to serve on the Committee - without Ron's experience, AHSP0 would be a lesser place no doubt. So, well done to Ron, with decades of service to his profession and our Association he's absolutely earned a break. Enjoy this wonderful time of your life Ron.

Conference 2020

Last Journal edition we reflected on what a success the 2019 event was. With a great set of speakers, enthusiasm from all, and a wonderful gala evening. Together with the Committee, we are full steam ahead on planning for the 2020 edition. Speakers are being confirmed and sponsorship opportunities are almost full. We'll share the programme in the Journal early next year.


New Treasurer settling in nicely

A quick thanks to Dominic LaCaze, who has recently taken on the position of Treasurer for the Association, and I must say has taken to things like a duck to water. Just wait until it's conference time and invoices are flying everywhere Dominic - good luck!

Growing the education program

I'd like to say thank you to Debra Birznieks for her continued work on the education program. The recent Barcode and Identification session was a huge success, and the growing relationship with GS1 continues to deliver great education outcomes and new learning opportunities. I'm looking forward to seeing what's in store for 2020 Debra.

And lastly, I should acknowledge you, our members. Without your support and engagement, this association simply wouldn't be the vibrant, passionate community of professionals it is today. So, thank you all for your contribution. Please stay safe these holidays, there's so much to look forward to next year.



ALDO SANTO
PRESIDENT

Reducing Hospital Acquired Infections in Australia

Healthcare acquired infections (HAIs) are an increasingly significant problem in hospitals and care facilities. Each year around 180,000 Australian patients suffer from HAIs ranging from urinary tract, staphylococcus, respiratory and more.

REPRINTED WITH PERMISSION FROM KEYSTONE HEALTHCARE

Defined as an infection acquired in hospital by a patient who was admitted for another reason, HAIs cause additional pressure on our healthcare system, on facility staff, and most importantly, on the patients themselves. For patients with weakened immune systems, HAIs can lead to prolonged recovery periods and even death.

The good news is that most healthcare acquired infections are preventable. At Keystone Health Supplies, it's our mission to eliminate preventable HAIs in every Australian hospital and care facility. With the proper prevention and management practices, we know this is an achievable goal.

The hidden risks of hospital care

All people potentially harbour infectious microorganisms. But there's no place quite like a hospital for gathering a large range of pathogens under one roof. Throw into the mix open surgeries, close accommodation, and shared equipment, and you've got a dangerous environment where infection can potentially run riot.

As such, it's crucial for hospitals to maintain a vigilant prevention program to curb the risk of infection for patients, hospital staff, and visitors to the facility.

How to reduce Healthcare Acquired Infections

The Australian Commission on Safety and Quality in Healthcare stresses the importance of reducing harm to people from HAIs through effective infection control across two key areas:

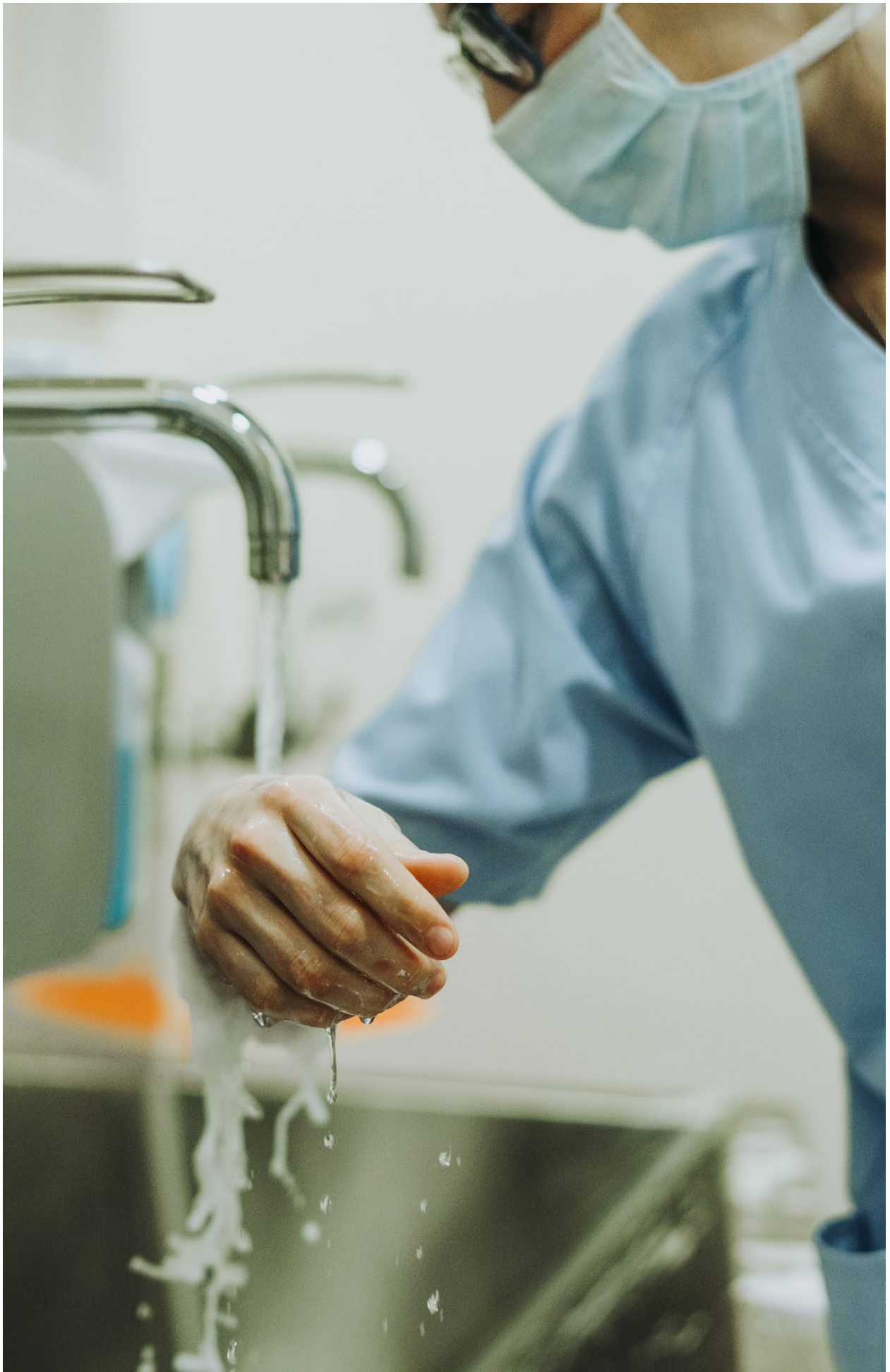
Hand Sanitisation

Microorganisms can be either present on hands most of the time (resident flora), or picked up during activities (transient flora).

A substantial portion of human infections are transmitted via contaminated hand contact between the face and an external surface or component. Patients with infections who touch their face and then other objects such as bed rails, door handles, and walking aids can quickly pass bacteria around and widen the range of infection.

Equally, patients or healthcare workers who touch infected areas and then touch their face carry a high risk of being the infection's next unwilling host.

As we humans touch our face on average 2-5 times each minute, it stands to reason that hand sanitisation is the first step in infection control.



There's no place quite like a hospital for gathering a large range of pathogens under one roof. Throw into the mix open surgeries, close accommodation, and shared equipment, and you've got a dangerous environment where infection can potentially run riot.

Environmental Control

With patients routinely using shared equipment, regular cleaning is as fundamental as hand hygiene in the fight against disease causing microorganisms.

Ensuring that health facilities follow adequate measures for the routine care, cleaning and disinfection of surfaces, beds, transport equipment and other frequently touched surfaces is paramount to successful infection control.

A convenient alternative for superior infection control, special products are available for hospitals and healthcare facilities that make sanitising shared equipment more effective in terms of safety, labour and cost.

The Hygiene Washer is designed to wash and disinfect contaminated medical equipment, helping facilities to maintain patient safety with clean, sanitised equipment while complying with Australian OHS requirements.

The washer caters for stainless steel equipment that comes in contact with people, such as:

- Wheelchairs
- Walking frames + sticks
- Commode chairs
- Hospital trolleys
- Emergency carts
- Food Trolleys

With the functionality to monitor the wash frequency of equipment, special rotating spray arms to disinfect difficult to reach areas, and UV light capability our Hygiene Washer ensures even the smallest infectious organisms are sent packing.

Also important to note is that the washer's automatic self-cleaning functionality prevents cross contamination across equipment; draining all wastage directly into the facility's sewer system, leaving no residue behind.

MEASURES FOR HAND SANITISATION INCLUDE



Respiratory hygiene and cough etiquette



Hand hygiene before and after contact with all patients



Using aseptic 'non-touch' skin disinfectants for all invasive procedures

MEASURES FOR ENVIRONMENTAL CONTROL INCLUDE



Scheduling regular equipment disinfection



Safe disposal of residual waste from cleaning activities



Maintaining clear protocols that uphold standards of cleanliness

Conference 2020

2020 Vision: Risk in Procurement

Mantra Lorne
12 – 14 August, 2020



32nd Annual Conference

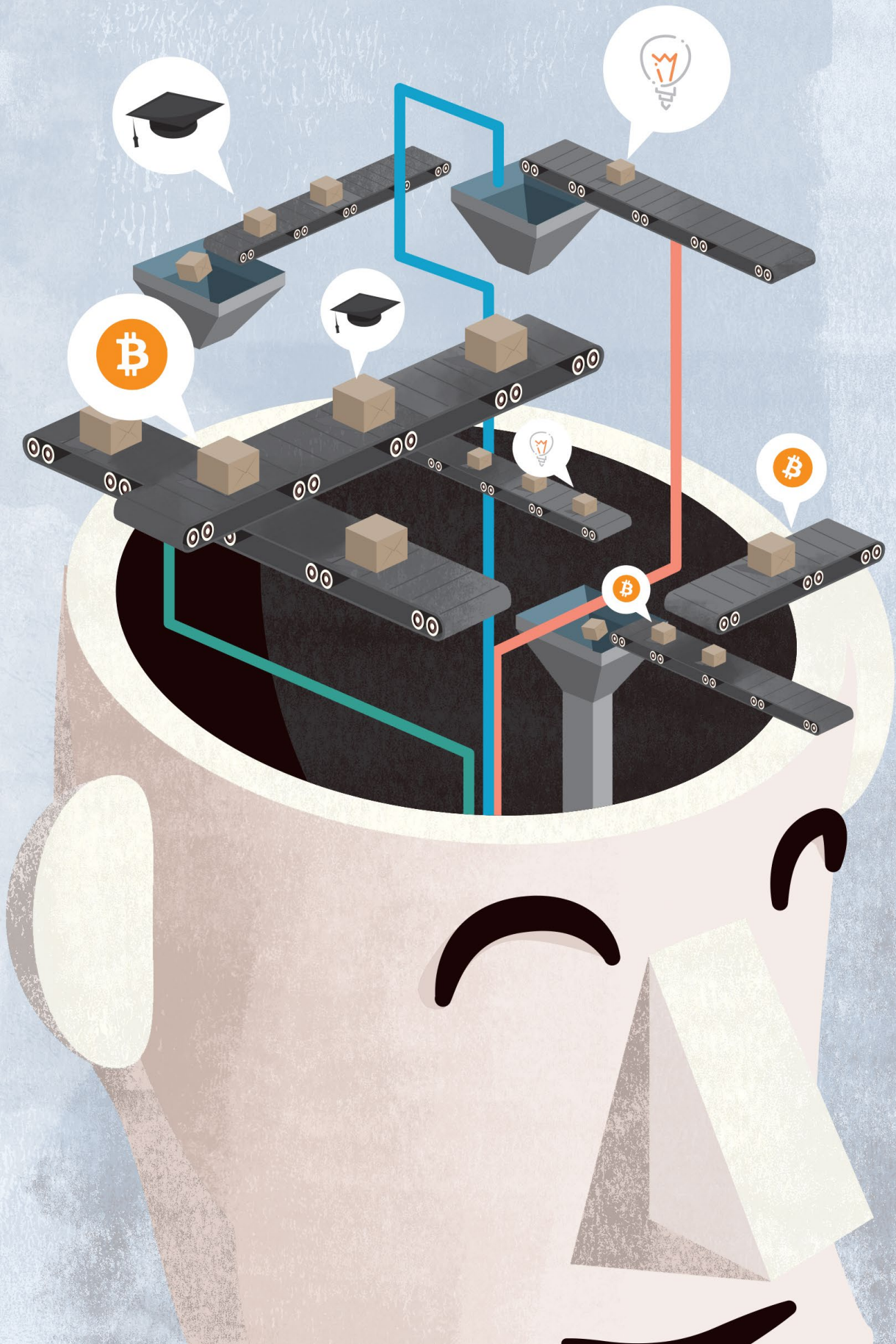
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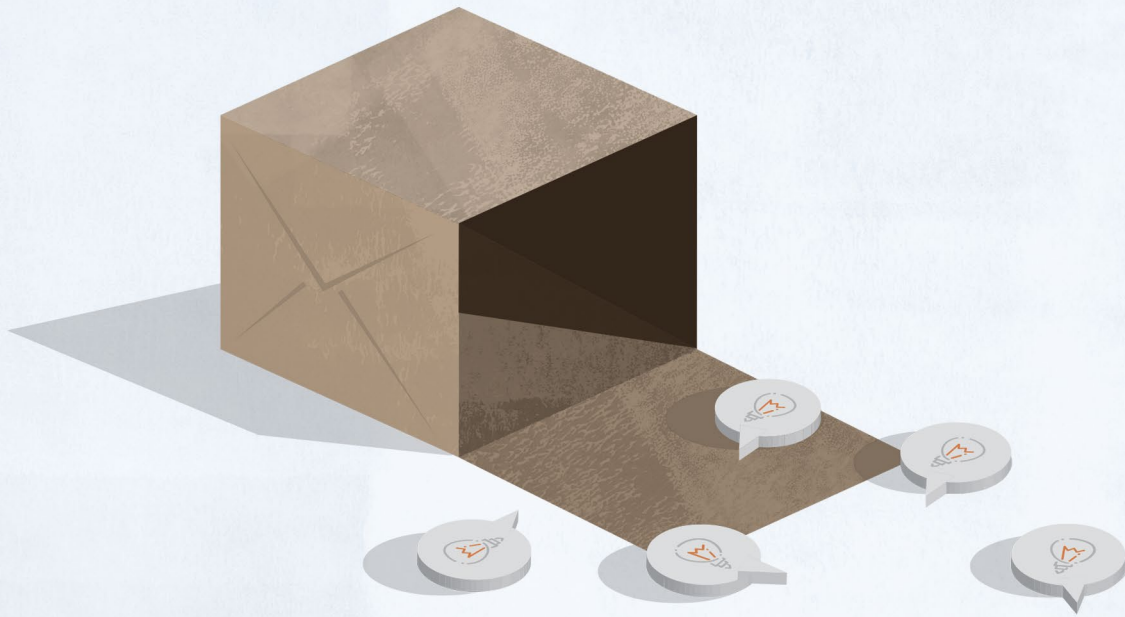
TECH AND PEOPLE POWER

DRIVING INNOVATION ACROSS THE SUPPLY CHAIN

In today's connected, competitive world, right across the supply chain, organisations are striving to extract more value from their procurement operations. Today's companies are juggling fierce market competition, sustainability pressure and the evolving expectations of shareholders and the public. While cost and speed will always be core aspects of procurement - organisations are driving more value from their supply chain by turning to tech, innovation and education.

WORDS BY RICKY MUTSAERS





Beyond health and aged care, there's much to be learned from supply and procurement innovation across the globe. Here are the latest technology and people-powered trends making a positive impact across the supply chain.

Creating accountability with Blockchain

It wouldn't be an article about innovation without some reference to blockchain - the hot topic of the past 18 months. For the uninitiated, blockchain is a technology which has been around since 2008, but recently popularised by Bitcoin. But what is it and what can it do?

Blockchain is a system of capturing and recording information into a database. What makes it unique is that information can be distributed, but not copied. Which means there will always be only one owner. This makes it more difficult to be hacked, and adds to the trustworthiness of a piece of data.

In supply chain speak, products are assigned unique identifiers that allow their entire history to be captured as it moves to the end customer. Stakeholders validate this information in real time and

if anyone tries to tamper with, alter or erase a record, everyone will know.

And now for our second question - what can this technology do for the healthcare industry? According to a study by DHL and Accenture, a million lives are lost each year globally due to counterfeit medication. This amounts to around 30% of medication sold in emerging markets.

DHL believes Blockchain could create accountability across the supply chain and reduce the risk or occurrence of tampered or counterfeit pharmaceuticals by creating a secure, irrefutable ledger of information from manufacturer, through to delivery and the customer.

But the benefits can be extended far beyond just this use case - what value would you put on knowing exactly where, when and who produced product going into your supply chain?

Getting smarter with freight

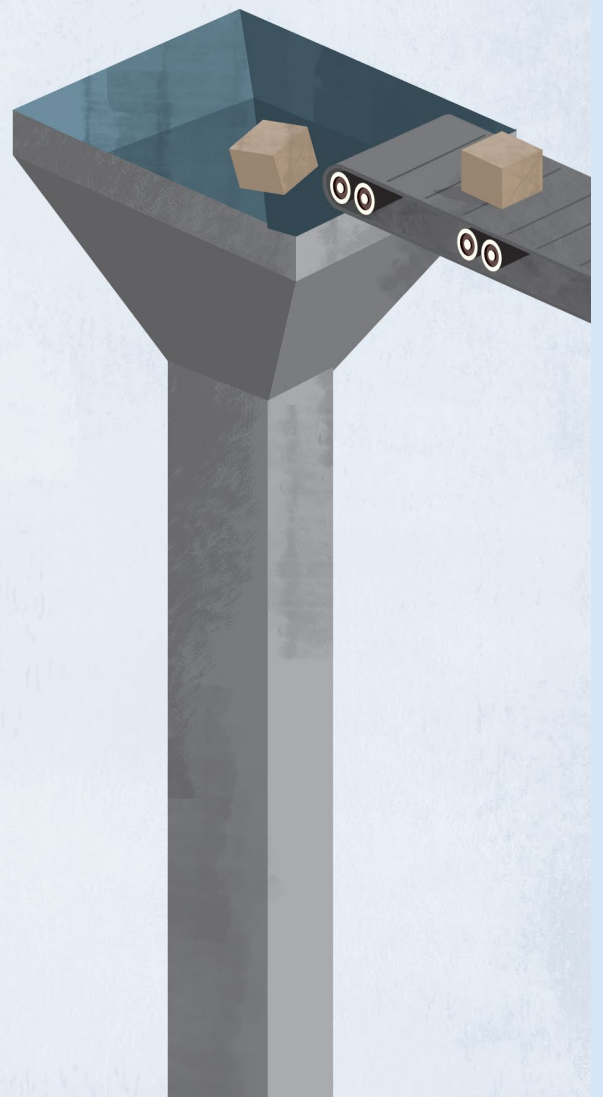
Routes continue to be optimised and performance improved, but until teleportation is invented, there will always be a finite amount of shipping space and drivers available.

There are a couple of ways this is playing out. On a global scale, and particularly in China, freight forwarders are disrupting the industry by digitising the bidding and buying process of freight. Where larger scale incumbents take time to produce quotes for freight space, start ups like Flexport are offering faster experiences, more visibility and a completely online experience through their freight marketplace. A combined investment of US \$300M suggests they're onto a good thing.

Locally, an Aussie company, Freight Exchange, offers an online marketplace to purchase unused space in shipping containers. They believe empty capacity across the freight industry is around 30%, which is wasting billions of dollars globally each year. By connecting customers with providers with excess space, Freight Exchange is able to find a gap (literally) in the market and in their words help 'everybody win'.

In Brazil, it's estimated that around 60% of all freight is delivered by road. Five year old company CargoX, like Uber, connects available independant drivers with freight companies to deliver responsive and fast shipping of deliveries large and small.

DHL believes Blockchain could create accountability across the supply chain and reduce the risk or occurrence of tampered or counterfeit pharmaceuticals by creating a secure, irrefutable ledger of information from manufacturer, through to delivery and the customer.



Creating sustainable supply chains

As the public consciousness shifts towards climate change and our impact on the planet, so too organisations are looking closely at their corporate social responsibility.

Indeed with Australia passing its Modern Slavery Act in 2018, innovation has taken root. Well known investor and 'Shark' Andrew Banks invested in local start up, Informed 365, whose mission is to help companies quantify and mitigate risk around sustainability and modern slavery.

Informed 365 creates platforms for companies to aggregate data and engage with suppliers to monitor their Modern Slavery Act compliance to build transparency and mitigate risk across the supply chain. In addition, the company provides a service

Educating and elevating procurement internally

The art of procurement is as old as the pyramids, the sheer logistics of shifting millions of tonnes of rock, managing thousands of workers and resources took some serious skill. But in the recent past, supply and procurement functions have been seen as simply part of the operations business, responsible for cutting cost and getting the best price. As AHSPPO members will know, it's so much more than that!

Despite perceptions, supply and procurement functions are perfectly poised to become business partners across organisations to drive innovation and add value. The keys to unlock these - education.

Leading procurement professionals need a mix of soft and hard skills to thrive. The foundational academic and business skills are essential of course, but in

But in the recent past, supply and procurement functions have been seen as simply part of the operations business, responsible for cutting cost and getting the best price.

As AHSPPO members will know, it's so much more than that!

to predict and analyse the impact assets within a business will have on the environment across the product life cycle.

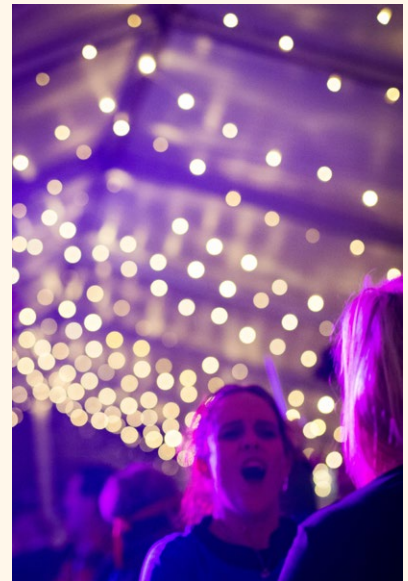
Local innovators like Informed 365 prove that while production methods and materials will continue to evolve and prove beneficial for the environment, the power of information to make informed procurement decisions will be a game changer as sustainability continues to be the single biggest challenge of our time.

the new environment of business building a wider range of knowledge, which might not be on paper, is invaluable. In August 2019, AHSPPO in partnership delivered Negotiation training to teach the subtle art of mediating and negotiating using practical, live examples. Continuing education opportunities provided by the likes of AHSPPO and others are essential in upskilling the current and next generation of procurement and supply leaders. After all, it took more than just a good price on rock to build the pyramids.

Social Pages

AHSP0 CONFERENCE 2019

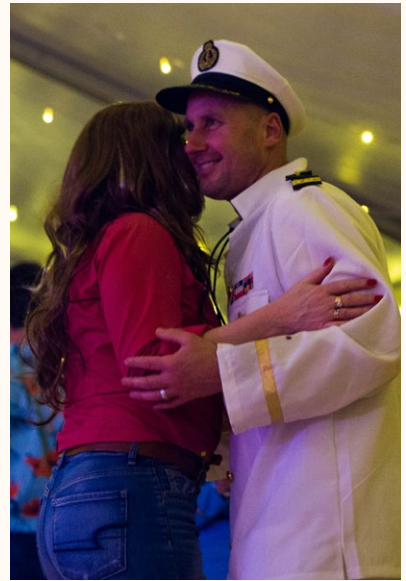
Let's look back at the good times from this year's conference as we get ready to welcome the new year!











Barcodes in Healthcare

SO MUCH MORE THAN JUST
BLACK AND WHITE

The AHSP0 and GS1 relationship bore fruit, once more, in November 2019, with the two organisations collaborating to deliver training on identification and barcode standards.

WORDS BY TERRY PAPADIS AND DEBRA BIRZNIKES

The *Managing Identification and Barcodes in Healthcare* session provided important information on the practical application of GS1 standards for all healthcare products: pharmaceuticals, medical devices and consumables.

Open for the first time to the broader health community, as well as to AHSP0 members, the training delivered fundamental industry knowledge

and facilitated discussion around meeting the needs of unique product identification and serialisation, the use of appropriate barcodes and the exchange of data between trading partners.

The training also featured outlines of Data Synchronisation (NPC: National Product Catalogue) and Electronic Data Interchange (EDI).



Right Time



Right Product



Right Route



Right Patient



Right Dose

A global agenda. The need for standardisation.

While barcodes and standardisation might sound like heavy going and a tad boring – the session was most definitely not! The training was structured to be interactive and give participants practical learnings to take back to work.

So, why would a group of health professionals give up a day to discuss and understand barcodes? Simply, it comes down to one critical thing – delivering positive health outcomes and providing patients with the safest environment possible.

As an industry, we widely acknowledge there are key challenges to address in delivering quality healthcare:

- Medication errors resulting in additional treatments, disabilities and even loss of life
- Counterfeiting is an ever-increasing global threat
- Traceability from manufacturer to patient is problematic
- Product recalls can be difficult to manage, in particular for healthcare providers
- Manual interventions in the healthcare supply chain decrease its efficiency, accuracy and increase costs
- Inconsistencies in terminology, regulations, global versus local, packaging levels, trading partner requirements, and technologies among others
- Cost blow-outs due to our ageing population and other demographic pressures.

The rewards to lifting global standards are immense.

During the session, three key areas were identified as being able to make the biggest positive impact on improving healthcare outcomes. It should come as no surprise that maximising the use of appropriate technologies forms a key part of the solution. But technology needs high level buy-in to ensure change is implemented across the board, from organization, to national and to global levels.

Accurate identification, data capture and sharing are critical

Because we know every patient is entitled to the best care, the use of global standards in healthcare increases patient safety, drives supply chain efficiencies and improves the traceability of pharmaceuticals, medical devices and consumables.

Standardising data flow, across the entire industry

Great benefits come when data is transacted across the supply chain in standardised formats. For example, all trade items must have an identifier, a

number that is globally unique. GS1 provides the Global Trade Item Number (GTIN) to perform the function of unique identification of products, at a global level and at all levels of packaging. Other identifiers are used for locations, logistic units and assets.

GS1 in Healthcare is a global system of standards to ensure visibility, traceability, patient safety and process automation.

Process automation

Global standards in every industry enable process automation by replacing manual processes. Manual data transactions introduce possibilities for errors, duplications, omissions and miscommunication. Automation, in turn, reduces costs and maximises better outcomes. In Healthcare, automation helps professionals make better decisions, based on facts and clear, unambiguous data.

Broadly speaking, the benefits to patients and industry can be summarised below:

Patient Benefits

- ✓ Improved **recall** procedure and **adverse event** reporting
- ✓ **Documentation** of product/patient relationship – in **Electronic Health Records (EHR)** and registries
- ✓ **Visibility** of **inventory** – availability of devices
- ✓ Reduction of **medical errors**
- ✓ Supply chain **security/anti-counterfeiting**
- ✓ More time for patients

Industry Benefits

- ✓ Increase efficiency and **save costs**
- ✓ Improve **order** and **invoice** process
- ✓ Optimise **receiving**
- ✓ **Reduce inventory** & improve **shelf management**
- ✓ Increase **productivity**
- ✓ Improve **service levels**/fill rate
- ✓ Document treatment efficiently in patient's Electronic Health Record



Identify

Globally unique identification keys

Companies, Products, Locations, Patients, Providers, Logistics, Assets, Documents, Services, Shipments, Consignments



Capture

Automatic data capture

Barcodes and EPC-enabled RFID



Share

Exchange of patient care & business critical information

Master Data, Transactional Data, Treatment & Event Data and Digital Content

The GS1 System

Demonstrating a path forward to standardisation

The session took participants through the logical structure of the GS1 System, neatly divided into three areas of activity: Identify, Capture and Share.

The technical aspects of the day were interspersed with videos of real-life examples from hospitals and suppliers, demonstrating how the GS1 system was implemented to reduce risk, improve the quality of patient care and, in one case, reduce product inventory across the hospital by 20%. The participants gained insights about key decision-making points:

- Understanding the identification of products, across different levels of packaging
- The appropriate use of barcodes or RFID
- The importance of sharing critical data, such as Expiry Dates, Batch or Serial Numbers
- The need for interoperability, that is sharing data that works for all stakeholders
- All about Data Synchronisation (NPC) and Electronic Transactions (EDI).

To keep things agile, attendees were able to direct the flow of training according to their learning needs. In one instance, GS1 Australia's Dimi Pachiyannis, Business Development Manager for the NPC, delivered an impromptu, interactive whiteboard session on Data Synchronisation. This 'on the spot' learning was so well received it prompted requests for a session, to be created for one of next years' AHSP0 GS1 training initiatives.

Ultimately, the session aimed to unlock the true value proposition of the humble barcode for any healthcare business or operation. While barcodes and related technologies are often misunderstood as a technical topic, the day demystified the complexity and created an easy to understand path towards better implementation of global standards. We received some exceptionally positive feedback, which gives the partnership between AHSP0 and GS1 a great sense of purpose and shared vision.

AHSP0 and GS1 Australia help in creating opportunities for professionals in healthcare and related industries to increase their knowledge and skills through interactive training sessions. Without doubt, learning should never stop as it helps Professionals in Healthcare become better and more productive in their current and future roles.

Learn more about managing identification and barcodes by visiting the GS1 Australia website. I can't recommend this highly enough as a source of invaluable information.

Visit here: www.gs1au.org

Coming in 2020

AHSP0 and GS1 will partner to deliver a popular and much requested session on the National Product Catalogue. And we will also deliver a personal development session, which promises to be a fun growth opportunity for you all.



32nd Annual Conference



2020 Vision: Risk in Procurement

Conference
2020 **Mantra Lorne**
12-14 August, 2020

Sponsorship Opportunities



How to apply for Sponsorship.

CONFERENCE 2020 THEME

2020 Vision: Risk in Procurement.

In this document we've identified various sponsorship opportunities and outlined the benefits provided to major sponsors.

Registration will be via Eventbrite, at the link below.

The link is not live until the **28th October 2019** at 9am VIC time.

Register here: <https://bit.ly/2lOkznx>

Password: AHSP02020

Opportunity One



Platinum Sponsorship

EXCLUSIVE \$13,000 Investment

- Guaranteed double stand chosen by company from floor plan. (3m x 3m).
- Sole naming rights to the Conference dinner.
- Lectern signage.
- Fascia signage, spotlights, table, chairs, table cloth and all power during exhibition.
- 1 A4 promotional information on seat drop in conference room (provided by company).
- Link from the AHSP website to your company website during 2020/21.
- A 90 second video commercial shown in main conference room.
- Corporate Membership for company for the 2021 membership year.
- Sponsorship of a Full AHSP member to attend conference.
- Full conference registration for 4 company representatives (includes attendance to all AHSP official conference sessions and AHSP sanctioned social events).
- Invitation for 1 extra company representatives to attend formal pre-dinner and conference dinner Thursday evening (accommodation not included).
- An opportunity for one of your company representatives to make a 10-minute presentation at the Wednesday Trade Opening, preferably relevant to the conference theme.

Opportunity Two



Diamond Sponsorship

EXCLUSIVE \$11,000 Investment

- Guaranteed double stand chosen by company from floor plan. (3m x 3m).
- Sponsorship of Conference Facilitator Opportunity for a Logo Tee/Polo shirt to be worn by M.C. during whole of conference.
- Lectern signage.
- Fascia signage, spotlights, table, chairs, table cloth and all power during exhibition.
- Link from the AHSPO website to your company website during 2020/21.
- Corporate Membership for company for the 2021 membership year.
- Sponsorship of a Full AHSPO member to attend conference.
- Full conference registration for 4 company representatives (includes attendance to all AHSPO official conference sessions and AHSPO sanctioned social events).
- Multipage brochure/catalogue (provided by you) placed in all delegates welcome bags.

Opportunity Three



Gold Sponsorship

EXCLUSIVE \$9,000 Investment

- Guaranteed Sponsor stand. (3m x 1.5m).
- Sponsorship/Sole naming rights to our Exhibition Welcome Reception, to be held on the evening of Wednesday 12th August 2020
- Fascia signage, spotlights, table, chairs, table cloth and all power during exhibition.
- Link from the AHSPPO website to your company website during 2020/21.
- Corporate Membership for company for the 2021 membership year.
- Sponsorship of a Full AHSPPO member to attend conference.
- Full conference registration for 3 company representatives (includes attendance to all AHSPPO official conference sessions and AHSPPO sanctioned social events).
- 1 insert (provided by you) placed in all delegates welcome bags.

Opportunity Four



Silver Sponsorship

EXCLUSIVE \$8,000 Investment

- Guaranteed Sponsor stand allocated from floor plan. (3m x 1.5m).
- Sole naming sponsorship of one delegate gift celebrating the 32nd Conference. Placed in every delegate bag.
- Fascia signage, spotlights, table, chairs, table cloth and all power during exhibition.
- Link from the AHSPPO website to your company website during 2020/21.
- Corporate Membership for company for the 2021 membership year.
- Sponsorship of a Full AHSPPO member to attend conference.
- Full conference registration for 2 company representatives (includes attendance to all AHSPPO official conference sessions and AHSPPO sanctioned social events).
- 1 insert (provided by you) placed in all delegates welcome bags.

Opportunity Five

Keynote/Meal Break Sponsorship

\$7,000 Investment

- Guaranteed Sponsor stand. (3m x 1.5m).
- Keynote Speaker will acknowledge the Sponsor and company logo will also be displayed in the programme against the Keynote Speaker.
- Meal breaks will have Sponsor name and/or logo on each refreshment stand per session.
- Fascia signage, spotlights, table, chairs, table cloth and all power during exhibition.
- Link from the AHSPPO website to your company website during 2020/21.
- Corporate Membership for company for the 2021 membership year.
- Sponsorship of a Full AHSPPO member to attend conference.
- Full conference registration for 2 company representatives (includes attendance to all AHSPPO official conference sessions and AHSPPO sanctioned social events).
- 1 insert (provided by you) placed in all delegates welcome bags.

Opportunity Six

Bronze Sponsorship

\$4,000 Investment

- Guaranteed Sponsor stand. (3m x 1.5m).
- Fascia signage, spotlights, table, chairs, table cloth and all power during exhibition.
- Link from the AHSPPO website to your company website during 2020/21.
- Corporate Membership for company for the 2021 membership year.
- Full conference registration for 2 company representatives (includes attendance to all AHSPPO official conference sessions and AHSPPO sanctioned social events).
- 1 insert (provided by you) placed in all delegates welcome bags.

Secret Wine Business

SILVER SPOON ESTATE, 2018 DRY RED

“THE FANDANGO”



Welcome to my Secret Wine Business article for this edition of the AHSPQ Journal, in which I am reviewing a new wine on the market from Heathcote in Central Victoria.

WORDS BY PETER LACK

As I wrote back in June 2017, the Heathcote region is gathering success and international interest for their wines including Shiraz, Marsanne, Sangiovese, Tempranillo, Viognier and Cabernet Sauvignon. So, it's no surprise that I keep going back to this region looking for new wines to try, like the **Silver Spoon Estate, 2018 Dry Red, “The Fandango”**.

Many thanks to Amanda, from the Winemakers Co-Op in Heathcote, who recommended me to try it, which we did, and it was very enjoyable with a platter of soft cheeses, pork terrine, prosciutto and all the trimmings!

Of course, I bought a few of them to take home to enjoy with my family and friends, which on the following weekend we did. Given the great feedback we got on this wine I decided to do some research into it, given its unusual blend of 65% Shiraz, 25% Mourvèdre and 10% Tempranillo. So, I contacted Tracie (The GM) and Peter Young (The Winemaker) who own and run the Silver Spoon Estate, to ask them

about the wine. They were so helpful and willing to assist me in with all my enquiries. Also, Peter told me about how the wine got its name, given the blend of French and Spanish style grapes and also the fact that he plays in a Band which does a cover version of Procol Harum's “A Whiter Shade of Pale” which has the opening line of “We skipped the light fandango”, what a great story and base to name a wine.

Now, let's talk about the wine, and again, this is all from Peter's Tasting Notes

The 2018 Vintage

We drank the 2018, which had a relatively dry ripening season, resulting in relatively lower yields but very good quality. Smaller berries mean higher skin to juice ratio, therefore the vines gave up great colour and natural tannins. The dry weather meant that minimal spraying for pests and diseases was required, so the fruit was free from chemical intervention.

The Vineyard

All fruit was estate grown, sourced from north facing slopes of the Dowd's Lane vineyard. The vines are unirrigated and relatively low yielding. They are pruned by hand, and wrapped to a single wire trellis to encourage some bunch shading during the heat of summer.

The Winemaking

The fruit was harvested by hand in the first week of March 2018, fermented in open vats with daily hand plunging, and then basket pressed. The wine was aged for 20 months in 25% new French oak barriques and blended just prior to bottling in September 2019.

Tasting

"This novel trio of 65% Shiraz, 25% Mourvèdre and 10% Tempranillo doesn't put a step out of place. There is an interesting interplay of red and dark fruits, giving a medium bodied style with sour cherry, plum and white pepper notes and an earthy, savoury finish".

Accompany: Now I know Victoria hasn't seen much sun yet, but on both times, I have "done the Fandango", it has been a little warm and this wine has gone extremely well with our lighter meals, be it soft cheese platters or a homemade Chicken Caesar Salad, it's a wine that will go with a range of foods.

Availability: At the cellar door, online from the Silver Spoon Estate, also from the Winemakers Co-Op in Heathcote . Cost is \$25/bottle and cheaper in 1/2Doz and Dozen lots.

I would like to give a big thanks to Amanda, from the Winemakers Co-Op in Heathcote, and a very special thanks to Tracie and Peter Young, for making such great wines and helping me with the wine tasting notes for this article. Heathcote is a gem of a town whether you're into wine or not, so please if you are looking for a great day out, go visit Heathcote.

And remember to ask ... will you do the Fandango?

"GOOD QUAFFING"

PETER LACK

Life Member & ILG Advisor

For more information visit:
silverspoonestate.com.au
heathcotewinehub.com.au;

Who Am I?

CAN YOU GUESS?

I haven't always worked in the Healthcare industry. Some of the other industries I have worked in include an aircraft corporation, packaging machinery and electroplating. However, I started my healthcare journey 34 years ago, at Southern Dental Industries.

My current company was founded in 1983 and started off as a small man-made business, with a grand total of 2 employees!! Since then, it grown into a well-known business and I have been lucky enough to have been with the company for 24 years now. This company has attended most of the AHSPPO Conferences and attending these conferences has opened up lots of opportunities and has given us deeper understanding of the changes that occur in the Supply and Procurement industry.

Although I deal with a broad spectrum of departments within the healthcare industry, I don't just deal with hospitals. I also deal with Veterinary clinics, Dentists and Medical center's. This has given me the amazing opportunity to see a variety of surgeries over the years.

I have also experienced both sides of the healthcare industry, as in the past few years I have become a patient on more than a few occasions and had some scares along the way, but nothing can keep me down or, more importantly, off the dancefloor.

Through AHSPPO I have developed a great deal of relationships from the Conference, professional as well as personal, and members (delegates and corporate) always come and see me each year, not just for the stand display but to see what amazing works of art accompany it.....Who am I?

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